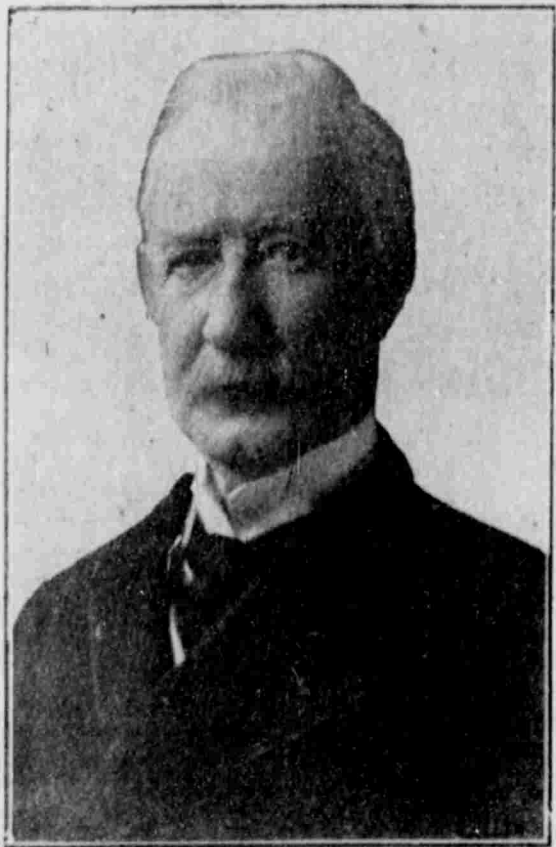


# UNCLE SAM'S DAILY.

A NEWSPAPER ISSUED BY THE DEPARTMENT OF COMMERCE, WITH AMERICAN CONSULS AS REPORTERS.



MAJOR JOHN M. CARSON.

Editor of the United States Daily Which is Receiving a Wide Circulation.

(Special Correspondence of the Deseret News by Frank G. Carpenter.)

Copyright, 1906, by Frank G. Carpenter.

WASHINGTON, D. C.—I have just had a talk with the chief of the bureau of manufactures of the department of commerce and labor as to what Uncle Sam is doing to increase his foreign trade. This bureau is one of the most important branches of the government. Our foreign trade is rapidly increasing and our domestic exports are now greater than those of any other nation. We sold to foreign countries more than \$1,700,000,000 worth of goods during the year ended June 30, 1906, and of this more than \$600,000,000 consisted of manufactures. It used to be that the most of our wealth came from the farms. Today we have about \$100,000,000 invested in manufacturing plants, and those plants are now turning out something like \$15,000,000,000 worth of goods every year. This enormous product is more than we can consume, and, if the plants are to be kept busy, we must have increased markets for our surplus abroad. It is the business of the bureau of manufactures to aid in finding such markets, and also an outlet for our enormous surplus of agricultural products, the sales of which last year approximated \$1,000,000,000.

## HOW OUR CONSULAR REPORTS ORIGINATED.

It takes a good man to be chief of a bureau like this, and President Roosevelt chose well when he selected Maj. John M. Carson for the position. Maj. Carson has for 30 years and more been one of the leading newspaper correspondents at Washington, and as such he has been noted as an authority on all matters connected with manufactures and commerce. He was a close associate of McKinley's and of the ways and means of the tariff acts of 1892 and the famous McKinley bill of 1890. Indeed, he is the originator of the system of utilizing our consuls as business agents, or at least of making their reports of actual value to our exporters and manufacturers. It used to be that when the consuls made reports they were stuck away in pigeonholes until the end of the year, when they came out in a bulky volume known as the Commercial Relations of the United States. This volume went only to congressmen and government officials, and it was of no practical value to the business men of the country. This was the condition up until William M. Everts became secretary of state, away back in the days of Rutherford B. Hayes. About that time Maj. Carson, having noted the valuable business news contained in these reports, suggested to Secretary Everts that they ought to be given to the press when they were fresh, and the result was that Everts issued them as a monthly magazine and sent them out all over the country. This publication was continued until about a year or so ago, when the state department published the reports as a daily. Then came the transfer of the United States consuls as business agents to the bureau of manufactures of the department of commerce and labor, and the appointment of Maj. Carson as chief and as editor of the daily. As to the work since then and as to the possibilities of the future I can give them best in the words of Maj. Carson himself.

## UNCLE SAM'S DAILY.

"We have materially changed the 'Daily,' which the government publishes, giving the latest reports from our consuls on foreign trade matters," said Maj. Carson. "As it was issued by the state department, the consuls wrote on all sorts of things, gathering their information from a variety of sources

and roaming the world for subjects. A consul, Lyons, France, for instance, might send in an essay on Confucius, or in South Africa a treatise on the raising of silk worms in China. An agent situated at the key port of Vladivostok might discuss the heat rays of the equator, and a consul at Para at the mouth of the Amazon, describe the course of the Jebeiros on their way down from the pole. As it is now we are devoting ourselves to reports on trade matters only, and are largely confining the investigations of the consuls to their own districts and as to how American trade may be pushed in those districts. We are cutting out the essays and superfluous matter, and are gathering live, up-to-date information about our foreign trade and its possibilities from various other sources. We have materially improved the 'daily' in its value to our exporting and manufacturing interests, and we find that it is more and more appreciated from day to day. It now goes to every large manufacturer of the country as well as to every exporter of note. It has such a standing abroad that the consular agents send it to their governments, and the foreign newspapers quote largely from it. I got a request the other day from the editors of the London Times that it be sent regularly to them, and we now have the London Times on our exchange list."

"How many copies do you publish?" I asked. "The number of copies issued daily is only 6,000, but that gives no idea of our circulation," said Maj. Carson. "Those 6,000 copies reach our whole population. They are sent to all the leading newspapers, and the editors quote and comment upon them. Many of the reports are telegraphed to the papers from Washington, being taken from the 'daily' as they appear, and important reports are also cabled abroad. We aim to send the 'daily' to every large exporter and manufacturing firm. We send it also to the industrial schools, and to all parties who are financially interested in foreign trade."

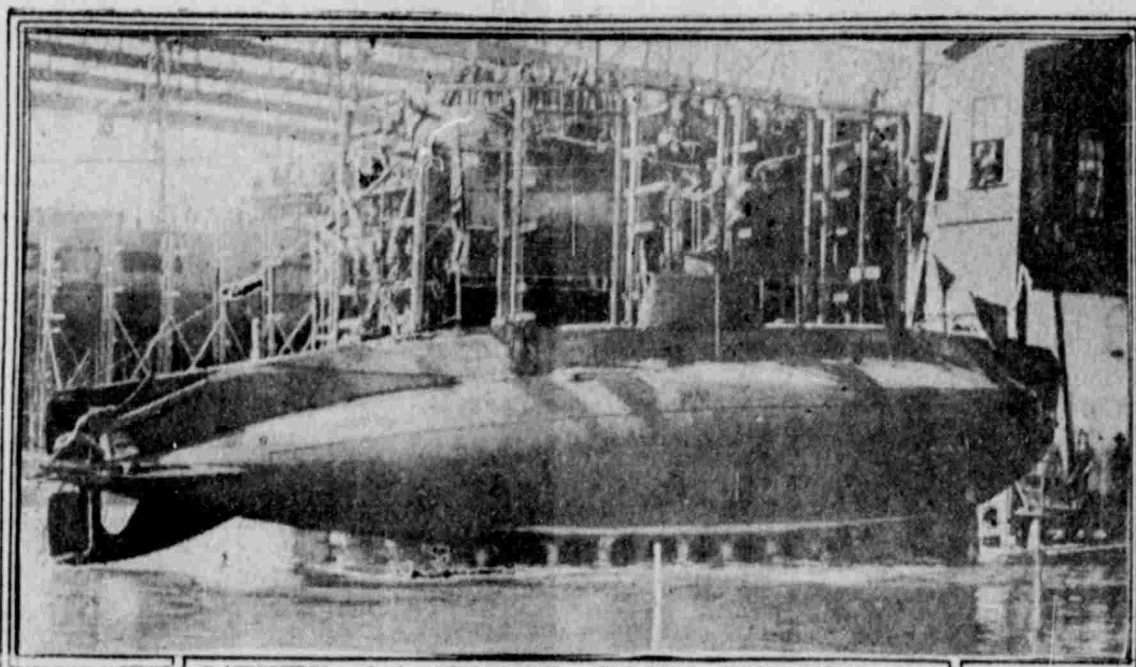
## THE GOVERNMENT REPORTERS.

"Tell me something about your machinery for getting business information," I asked. "We have, as you know, the American consuls. One is located at every trade center, and they are required by law to respond to our inquiries, giving us such information as we call for. There are about 400 consuls, and they sent us last year more than 4,000 different reports. In addition to that we watch the newspapers and magazines, and call out any authentic information of value. We also get the reports issued by the British, German and other governments, and make such extracts from them as will interest our people. Indeed, we try to gather such information from every source as will promote American trade, and enable our people to get it. We aim to put the information in the shortest possible space and in the plainest possible way."

## KEEPING TRADE SECRETS.

"But is it advisable to give the reports of our consuls to the world at large? Should they not be sent under bond of secrecy to our manufacturers and exporters only?" "Some things are kept secret, but we believe that others can be published to advantage. The nations of Europe are more scrupulously guarding their secrets from year to year. The Germans, for instance, now publish but few of the business suggestions of their consuls, and they circulate their trade reports only among their own manufacturers and exporters, with injunctions that they must not be sent abroad. Great Britain, which has been publishing its consular reports, is now considering whether they should not be withheld

The Bureau of Manufactures and what it is doing to increase Foreign Trade—Valuable Information for our Exporters—And how it is distributed—How Germany Guards its Trade Secrets—John Bull's Methods—Our Trade Agents Abroad—American Cotton in China—Opening for Boots and Shoes—Chinese Wheelbarrows and Jinrikshas.



LAUNCHING OF A SUBMARINE TORPEDO BOAT CUTTLEFISH

## NEW SUBMARINES FOR OUR NAVY.

The submarine torpedo boat Cuttlefish which was launched at Gurney, Mass., last week, is one of the four Holland boats now being built for the government at that place. The dimensions and particulars of the Cuttlefish are held as confidential by the navy department, but it is known that it is to be larger and faster than the Holland boats now owned by the government.

from the public and the British press, strange to say, is advocating their non-publication. We know that our own consular reports are sent abroad as soon as they are published. The agents of the German government cable everything of value, and such cables relate to every branch of manufacture and trade. Some of our consuls, for instance, write us that they hear of their own reports first through Berlin rather than through the United States. The cable is now largely used in trade matters and by its means Berlin is brought as close to Washington as New York, Baltimore or Philadelphia."

## PROGRESSIVE GERMANY.

"What nation pushes its foreign trade best, Maj. Carson?" "The Germans are far ahead of all others as to such matters," replied the chief of the manufactures bureau. "The various industries there are thoroughly organized as to foreign markets and the government does all it can to help them. Industrial and technical schools have been established with a view to foreign trade, and young men are sent abroad to be trained as commercial travelers. They learn the language of the country in which they are to work; they study the patterns most liked by the people and know all about credits and the methods of doing business. In nearly all the foreign countries the Germans have resident agents at the chief ports, with sub-agents throughout the interior. Such agents often intermarry with the people of the countries where they are stationed. The German government offers also special inducements as to freight rates on goods intended for export."

"What other nations are increasing their trade?"

"The Italians are fast coming to the front as manufacturers and exporters. They are sending more and more goods to South America, and especially to Argentina and Brazil. This is largely because there are about a million Italians in Argentina and an almost equal number in Brazil."

## UNCLE SAM AND THE MANUFACTURERS.

"What arrangements have you for giving information to our manufacturers and exporters?" I asked. "We are now making a classified catalog of all the manufacturers and exporters of the United States, and we shall have a cross reference card index system by which we can tell at a glance anything we want to know about them. Shortly after I took charge of the bureau I sent out about 40,000 circulars to our various manufacturers and men interested in foreign trade, asking for detailed information regarding their commodities for export, their capital, output and system of doing business. I have received many responses and we are tabulating and card indexing the information."

"As it is now when we receive a report from one of our consuls as to a demand for certain classes of goods we send out letters to the persons making such goods, reaching them by our card index. A great deal of this matter does not go into the consular reports, but only to the person interested. For example, if we learn of a good market in a certain country for boots and shoes we send it to the boot and shoe manufacturers only, and if of a good market for plows we send it only to the plow men. There is no use in circulating the boot manufacturers as to where to sell agricultural implements, and the plow makers don't care for up-to-date information about shoes. Speaking of boots and shoes, we some-

times get up reports for special branches of trade showing what is doing in those branches all over the world. We did that for the boot and shoe trade, furnishing the manufacturer with a list of the dealers in every consular district and describing the sort of shoes used and how they should be marketed."

## OUR SPECIAL TRADE AGENTS.

"You have some special traveling agents who go from country to country, reporting on American trade and how it may be increased, have you not?" "Yes. There are four such men now abroad. They were provided for by a congressional appropriation to investigate our foreign trade. Last year they visited Central and South America, Canada, Mexico and Cuba, and also China and Japan. One of our agents is now in Egypt, and he will go thence to East India."

"Can you give me some idea as to how these agents work?"

"They go under the direction of the bureau of manufactures," said Maj. Carson, "and they act according to the instructions of the department. They are told to investigate the industrial and commercial conditions of possible markets and the status of other nations in those markets, with special attention to advancing the products and manufactures of the United States. They have to inquire into the products and manufactures of the people of each country, the cost of production, the prices at which things are sold, the customs duties and in fact all information that might be of value to our manufacturers. In fact, their instructions cover the gathering of all sorts of commercial, industrial and financial information such as is needed by our exporters or those who manufacture for foreign trade."

## INFORMATION FOR OUR COTTON MILLS.

Such reports as we are gathering through these agents are of great value to the industries of the United States," continued the chief of the bureau of manufactures. "Take those we got as to our cotton trade with China, for instance. By our instructions the agents collected samples of every kind and pattern of cotton goods imported there. They reported where each pattern came from, how it was shipped, how sold and its price. They told how the cotton was used, giving the quantities sold, the popularity of certain kinds and their cost at wholesale and retail. The agents sent in about 175 different kinds of goods, with full details concerning them, including all technical information regarding the value of the manufactures."

"But how could you get such matter to manufacturers?"

"We did not send to them direct, but so arranged it that it reached every chamber of commerce and board of trade in the cotton manufacturing states. In the first place we printed a description of each kind of goods, giving the width, length and weight. We also described its uses and the methods of putting the goods up for sale, as well as the wholesale and retail prices. This was printed on a card half the size of a sheet of foolscap. Below the printed matter was a photograph of the goods, showing the pattern, and on the bottom was pasted a sample of the material. We sent out altogether about 8,000 or 10,000 of such cards, giving full information as to the cotton trade of China. They attracted a great deal of attention and the factors and exporters from everywhere came to see them. We expect

to do the same, wherever it is practicable, for every branch of American industry, and that as to every country in which a market for our goods may be created."

## AMERICAN COTTONS IN CHINA.

"How about the present market for our cottons in China, Maj. Carson?" I asked.

"It is large and rapidly growing. Our total exports of cotton piece goods last year amounted to about \$48,000,000, and of that nearly \$24,000,000 worth went to China. We sell most of the white and gray goods and also the blue cottons which the Chinese wear. The English are ahead of us in dyed and printed goods. They have been pushing that trade for generations and have established resident agents with branches to sell their product. As for us, we have no agents to speak of and our goods have to sell themselves."

"How much cotton did England send to China last year?"

"Her sales amounted to \$50,000,000 against our \$48,000,000. She sold more cotton goods to China than we sold to the entire world outside the United States and that was of manufactures for which we furnished the raw materials. The possibilities of our cotton industry are shown by the fact that a bale of cotton worth \$500 if made into handkerchiefs will sell for many thousands of dollars, and the difference equals the profits of capital and labor. We ought to manufacture these things ourselves and do the exporting. Last year England exported cotton goods to the amount of \$245,000,000 and two-thirds of that amount went to Asia."

## OTHER OPENINGS IN CHINA.

"What other openings did your special agents find in China?" "They reported upon many things," said the chief of the bureau of manufactures. "The Chinese world is just



A TYPICAL CHINESE SHOEMAKER.

opening. It has 400,000,000 inhabitants and with the adoption of western civilization, which now seems possible, it is to be a land of railroads and modern machinery. The chances for American trade are enormous and they enter into every branch of industry. There are opportunities of all kinds, and that not only as to the future but as to the present. During their stay our agents collected samples of every kind of boot and shoe worn in the empire. They took the shoes as a whole and in the parts ready for assembling and shipped them to us. Those samples have been sent to various shoe manufacturers throughout the United States in the order of their application, and they have also been shown at the shoe and leather fair at Chicago. Our agents had samples of Chinese wheelbarrows made and sent here, with a full description of them, their use and their cost and selling prices. Wheelbarrows are the freight cars of China, and they are used by the tens of thousands throughout the empire. It is possible that a great industry might be built up in manufacturing them

here and in sending them, know down, across the Pacific. We have done the same as to the jinrikshas, little carriages pulled by men, which in common use in Japan and other parts of the far east.

FRANK G. CARPENTER.

## SHE FOUND RELIEF.

If you are troubled with liver complaint and have not received relief, read this. Mrs. Mary E. Hanning, Moody, Texas, writes: "I was in poor health—with liver trouble—for over a year. Doctors did me no good and I was getting worse. I can't say too much for Herbine. It is a wonderful liver medicine. I have had it in the house for years where you wish. Sold by Z. C. H. Drug Dept., 112-114 Main St."

Salt Lake News Co. has removed second door south Keith-Orbit's.

Dr. Broadbent, Dentist.

600-501 Scott building, 181 Main.

**Dr. J. B. Keyser, Dental Parlors**  
340 MAIN STREET  
(Over Davis Shoe Store.) Bell phone 146-2.  
When you come here with YOUR TOOTH TROUBLES you have at your service the MOST PERFECT MODERN APPLIANCES IN CHARGE OF SKILLFUL OPERATORS.  
Good Set of Teeth—\$5.00  
Amalgam or Silver—\$2.00  
Fillings—\$1.00  
Gold Fillings—\$1.00 and up  
Teeth Cleaned—\$1.00  
Selling Gold Crowns—\$2.00  
Bridge Work, per Tooth—\$1.00  
Teeth Extracted Absolutely Without Pain.  
BY THE LATEST METHODS.  
We make teeth that fit the mouth.

# Representative Concerns

## TO BUILD UP SALT LAKE

**CARL M. NEUHAUSEN,**  
Architect and Superintendent.  
**REFERENCES:**  
Residence of Hon. Thos. Kearns.  
Residence of Hon. J. D. Wood.  
St. Mary's Catholic Cathedral.  
Holy Cross Hospital.  
Orpheum Building.  
Orpheum Theater, etc.

**DE BOUZEN'S ENGRAVING CO.**  
27-29 W. 30 TEMPLE ST.  
Illustration of a person engraving.

**REMOVED!!**  
**Meldrum & Gunn.**  
Now Located at  
No. 14 E. So. Temple.  
Full line of Electrical Fixtures, Chandeliers, etc. Special fixtures made to order. Wiring and repairs done in first class manner. Lighting and power plans for mills, mines, factories, etc.  
**Generators and Motors.**

**PLUMBING HEATING VENTILATING**  
**Green & Reeve Co.**  
Leading Contractors,  
137 E Second South  
Will furnish Plans, Specifications and Estimates Free of Charge.

**Ashton Brothers.**  
Illustration of a building.  
General Contractors, Brick and Stone Work a Specialty.  
Rooms 301-303 NEWS BUILDING, Salt Lake City, Utah.

**James P. Erskine, N. Edm. Liljenberg.**  
**Erskine & Liljenberg,**  
ARCHITECTS.  
123 and 124 Dooly Building, Salt Lake City, Utah.  
Ind. Phone No. 443. Bell No. 513-K.  
Artistic homes, churches, meeting and school houses.  
We invite consultation on the latest methods in blueprint construction for office and other buildings.

**Salt Lake Building**  
And  
**Manufacturing Co.**  
—There Be Folks—  
Who do not know what else to do with a lumber pile but to make kindling out of it, and there be others who can make out of it useful and beautiful things.  
See our Store, Bank, Bar and Office Fixtures.  
Phone 645. 20-40 N. 2nd West.

**"Time is Money"**  
Don't lose it by using defective time pieces.  
Phone 65 for the correct time.  
**Leysens**  
Illustration of a watch.  
**BOYERS JEWELER**  
395 S MAIN ST.

**McConaughy-McCartney**  
"THE TWO MACHES"  
**LUMBER**  
COMPANY  
WE SELL DOORS, WINDOWS, MOULDING AND SHINGLES.  
FLINTKOTE ROOFING.  
Best and Independent Prices.  
648 SOUTH STATE STREET  
SALT LAKE CITY, UTAH.

**Every Nerve On Edge**  
WRITE US FREELY  
and frankly, in strictest confidence, telling all your troubles, and stating your age. We will send you FREE ADVICE, in plain, simple, and a valuable book on "Home Treatment for Women."  
Address: Ladies' Advisory Department, Chattanooga Medicine Co., Chattanooga, Tenn.

**Shaky Women**  
all weak and wabby—every nerve on edge—from the constant suffering of chronic female trouble, need the help of a gentle tonic, with curative medicinal action on the womanly functions and organs, such as may be found in that pure, vegetable, non-intoxicating, strengthening medicine for women,  
**WINE OF CARDUI**  
Woman's Relief  
"My wife, the Rev. Mrs. C. R. Stone, was given up to die," writes J. F. Stone, of Lawrence, Kans. "She was a bed-ridden invalid, helpless as a new-born babe. Our physician, no doubt, exerted his utmost to cure her, but failed, and wrote her parents she could not live. In 1897 she began to take Cardui, and has taken one bottle a month ever since. As a result, she is still alive, and regular in the different departments of church work. We feel that she owes her life to Wine of Cardui." A pure, harmless tonic for women. Should be used by young and old. Try it.  
**At Every Drug Store In \$1.00 Bottles**